

Message Text

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E.O. 11652: N/A
TAGS: ETRD, GE
SUBJECT: ELECTRICAL ENERGY SYSTEMS TECHNICAL SALES
SEMINAR, EAST BERLIN, DEC. 15-16

1. BRINGING TO A CLOSE A TWO-YEAR HIATUS IN COMMERCE'S TECHNICAL SALES SEMINAR PROGRAM, AN ENERGY SYSTEMS TECHNICAL SALES SEMINAR WAS HELD DEC. 15-16 IN THE METROPOL HOTEL BEFORE AN AUDIENCE OF TOP-FLIGHT SPECIALISTS REPRESENTING GDR MINISTRIES, TECHNICAL INSTITUTES, PRODUCTION UNITS AND FOREIGN TRADE ORGANIZATIONS. THE SEMINAR, CONSISTING OF LECTURE AND SLIDE PRESENTATIONS BY REPRESENTATIVES OF SEVEN U.S. COMPANIES, RECEIVED EXCELLENT SUPPORT FROM THE GDR CHAMBER OF FOREIGN TRADE AND MINISTRY OF SCIENCE AND TECHNOLOGY, WHO WERE ANXIOUS FOR A SUCCESSFUL RESUMPTION OF THE TSS PROGRAM. THE DEC. 15 SESSION OF THE SEMINAR, WHICH INCLUDED PRESENTATIONS ON POWER PLANT AND SUBSTATION EQUIPMENT AND COMPUTER SOFTWARE RELATED TO POWER PLANT OPERATION BY POWER TECHNOLOGIES, INC., GOULD, MCGRAW-EDISON, AND ORION RESEARCH, DREW 50 GDR PARTICIPANTS; 35 WERE PRESENT DEC. 16 FOR PRESENTATIONS ON USE OF TURBINE
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GENERATORS FOR ON-SITE POWER BY AVCO LYCOMING, SOLAR DIVISION OF INTERNATIONAL HARVESTER, AND DETROIT DIESEL.

2. A LUNCHEON FOR SEMINAR PARTICIPANTS HOSTED BY AMBASSADOR BOLEN WAS ATTENDED BY 65 PERSONS, INCLUDING REPRESENTATIVES FROM THE MINISTRY OF FOREIGN TRADE,

CHAMBER OF FOREIGN TRADE, MINISTRY OF SCIENCE AND TECHNOLOGY AND THE MINISTRY OF COAL AND ENERGY. IN REMARKS TO THE GROUP THE AMBASSADOR STRESSED U.S. GOVERNMENT'S INTEREST IN CONCRETE PROGRESS TOWARD AN INCREASE IN PRIVATE BUSINESS CONTACTS AND ROLE OF TECHNICAL SALES SEMINARS AND OTHER DEVICES IN THIS EFFORT.

3. IN ADDITION TO ENSURING A LARGE TURNOUT, THE CHAMBER OF FOREIGN TRADE WAIVED THE REQUIREMENT FOR ADVANCE SHOWING OF SLIDES AND ARRANGED EXPEDITIOUS REVIEW OF A FILM OF DETROIT DIESEL IN ORDER THAT IT COULD BE SHOWN AT THE SEMINAR. IN ACCORD WITH THE PREFERENCES OF THE GDR HOSTS, PARTICIPATION OF EAST GERMANS WAS ORGANIZED COMPLETELY BY CHAMBER OF FOREIGN TRADE AND MINISTRY OF SCIENCE AND TECHNOLOGY. NAMES AND AFFILIATIONS OF PARTICIPANTS WERE, HOWEVER, CLEARLY IDENTIFIED TO US, AND A LIST OF SEMINAR ATTENDEES PROVIDED.

4. U.S. SEMINAR CHAIRMAN WILLIAM HAYES WAS EFFECTIVE THROUGH THE TWO-DAY PROGRAM, GUIDING DISCUSSION AND PROVIDING USEFUL PERSPECTIVE. IN CLOSING REMARKS TO THE SEMINAR, HAYES REMARKED ON INTENSE INTEREST OF GDR AUDIENCE IN INSTRUMENTATION AND PROCESS CONTROL, AND SAID HE HOPED OPPORTUNITY WOULD ARISE FOR FURTHER UNCLASSIFIED

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EXPLORATION OF THIS THEME. COMMERCIAL IMPACT OF THE SEMINAR WAS MIXED. PROSPECTS ARE GOOD FOR THE NUCLEAR INSTRUMENTS OF ORION RESEARCH. MUCH INTEREST WAS SHOWN IN THE COMPUTER SOFTWARE OF POWER TECHNOLOGIES AND IN THE SF6 EQUIPMENT OF ITC GOULD, BUT COMMERCIAL PROSPECTS APPEAR MINOR AT BEST. POTENTIAL FOR SALE OF RECLOSURES BY MCGRAW-EDISON UNKNOWN AT THIS POINT BUT SOME CONTACTS WERE MADE. GAS TURBINE PRESENTATIONS BY SOLAR, AVCO AND DETROIT DIESEL DID NOT PRODUCE COMMERCIAL INTEREST, AND IT APPEARS THE GDR HAS NO INTEREST IN GAS TURBINES FOR PRIMARY ELECTRICAL POWER GENERATION. PROSPECTS MAY, HOWEVER, EXIST FOR ON-SITE INDUSTRIAL POWER GENERATION.

5. IN SUMMARY, ENERGY SYSTEMS SEMINAR WENT OFF SMOOTHLY, SETTING A FAVORABLE PRECEDENT FOR FURTHER SEMINARS NEXT YEAR. RELATIVE LACK OF COMMERCIAL PROSPECTS FOR DIESEL TURBINE MANUFACTURERS, OF WHICH THERE WERE THREE, SUGGESTS CONTINUING NEED TO TAILOR SEMINARS IN THE GDR TO THE EXTENT POSSIBLE TO AREAS OF EXPRESSED INTEREST. IN THIS CONNECTION, GDR REPRESENTATIVES REFERRED IN CONVERSATIONS TO TOPICS ALREADY PROPOSED, INCLUDING MINISTRY OF SCIENCE AND TECHNOLOGY'S INTERESTS (BERLIN

5135) AND THE LIST PRESENTED LAST SUMMER BY CHAMBER OF
FOREIGN TRADE (BERLIN 6426). BOLEN

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